



Alumni Spotlight

Katlin Hall

Class of 2012
US Supply Planning Manager
Cargill Feed and Nutrition
Kansas City, Missouri

Cargill career keeps alumna rooted in agriculture

Growing up on a small hobby farm in North Dakota showing everything from cattle to chickens, Katlin Hall did not plan to return to her agricultural roots. As she completed her undergraduate degree in Accounting from Concordia, a private Lutheran college in Minnesota, she realized she wanted to work in agriculture after all. Rather than change her major halfway to graduation, she decided to continue in accounting, but pursued an internship in the agriculture industry.

"About halfway through my college career is when I realized that agriculture was actually the place I wanted to be. Given that it was a little late to switch things up and get an agricultural economics degree, I stuck with accounting, but focused on getting an internship with an agricultural company. I interned with Cargill's Financial Shared Services business the summer of 2008 and haven't worked for anyone else since. I started for Cargill as an Accounting Supervisor in the Grain and Oilseed Crush business based out of Sioux City, Iowa. Through my time in Sioux City, I learned a great deal about the crush business including margin management, capital spend management, and a whole bunch of stuff about 'real world' accounting."

In 2010, after getting married and moving to Kansas City, Hall made



Katlin Hall ('12), husband, Noah, and sons Eli (4) and Isaiah (6 months).

a change in her career focus taking a supply chain position in Cargill's Animal Feed business.

"Since moving to the supply chain side of Cargill, I've gained experience through a number of the different parts of our Animal Feed business including formulation, accounting/finance, and most recently Risk Management and Sourcing," she said.

It was during this transition, Hall started the Kansas State University Master of Agribusiness (MAB) program. Her desire to stay in agriculture led her to the MAB program rather than a traditional MBA.

"My decision to pursue the MAB stemmed from my desire to be involved in the agriculture industry. At the time I decided to go for it, I didn't know exactly where I wanted to work or what I wanted to be when I grew up, but I knew it was in the agriculture industry, and knew that I needed to do whatever I could to learn as much as I could about how the industry operates," Hall said. "The MAB was perfect for me. It allowed

me the flexibility to continue to grow professionally by gaining work experience and academic experience at the same time. K-State in general has a phenomenal reputation within the agriculture industry, and the program was focused on exactly what I wanted to learn about – global agribusiness as opposed to a general business MBA."

Hall is currently the US Supply Planning Manager for Cargill Feed and Nutrition (CFN-US). She is responsible for risk management and sourcing activities across three categories: micro ingredients (ingredients not bought in bulk), packaging and feeds that Cargill does not manufacture.

"I work with international suppliers to mitigate risk throughout the supply chain, optimizing domestic and international supply networks, and the day-to-day execution involved with servicing customers," Hall said. "We have a team of 17 individuals across the country who specialize in different aspects of sourcing the

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products and ingredients we need."

There are two issues Hall believes are currently, and will in the future, affect the animal nutrition industry.

"The Food Safety Modernization Act (FSMA) and the FDA's expanded Veterinary Feed Directive (VDF) Regulations are two key issues faced by CFN-US and the entire animal feed industry. Consumers are pushing for more transparency and options and are demanding a different level of confidence in their purchasing decision than ever before. As the operational landscape changes to suit these new demands, understanding how to continue to service our customers is a real challenge," she said.

The FDA Food Safety Modernization Act, signed into law by President Obama on January 4, 2011, allows the FDA to better protect public health by strengthening the food safety system. It enables FDA to focus more on preventing food safety problems rather than relying primarily on reacting to problems after they occur.

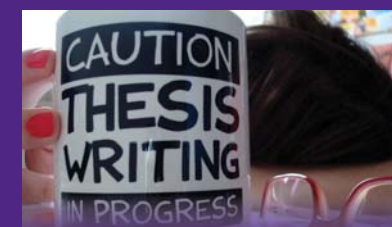
Currently, the VDF limits the use of antibiotics in feed or water for food-production animals. Going forward, the FDA's regulation will eliminate the use of such drugs for production purposes, such as growth promotion and feed efficiency, and require supervision by licensed veterinarians when used.

Cargill is working to implement processes and best practices to ensure that they are doing everything they can to comply with new rules and regulations imposed by the VDF and FSMA.

"The impact of these new regulations will be felt across all aspects of our business and making sure we're aligned internally to service our customers is critical," Hall said. "In addition to training our internal teams, we'll also work with our customers to set them up for success as well."

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Katlin's thoughts on writing the thesis:

"While I cursed my thesis over and over again while I was working on it, I am so grateful for the experience now that it's over! I chose my topic based on business need, which I would recommend to anyone. It allowed me to take what I was learning in the 'classroom' and directly apply it to my 'real world'. That added value for me personally, as well as for the company. The key thing that I learned was how to approach and work through a complex problem to find a solution. The process of identifying an area of concern/interest, forming a hypothesis, researching a topic, making a recommendation or decision when the answer isn't clear, easy and straightforward really prepared me for challenges I now face on a daily basis."



Hall (far right) at the K-State 2012 Spring Commencement with her Class of 2012 classmates (left to right): Charles Loubersac D'Hotel, Seth Post, Mark Davis, Matt Smith, Ty Fickenschler, Erin Jordan Kurth and Brandon Laws.